



JOB DESCRIPTION

Position:	Product Manager
Location:	Delano, CA
Department:	Product Management
Pay :	\$40K + Benefits

Summary:

The sales analyst offers an interesting combination of sales planning, financial analysis, and managerial reporting in an agribusiness / food-processing environment with significant exposure to upper management. The candidate will report to the Director of Product Management and will interact on a regular basis with the Vice Presidents of Sales & Operations.

Responsibilities

1. Works within the sales group in creating a sales plan to market demands by channel then match that with production estimate by market (export and domestic).
2. Works with the operations group in developing a weekly production plan for each packinghouse and shift.
3. Tracks operational and sales strategy execution, evaluating the economic impact on growers' profitability.
4. Analyzes competitive information that can be used to set pricing policies.
5. Develops revenue and varietals profitability estimates for the quarterly financial reviews
6. Support industry reporting requirements to CCGA, CALGA, CAMGA

Qualifications

- Associates /BA/BS or Equivalent in Sales Planning. Finance, Operations or Supply Chain.
- Exceptional communication and presentation skills.
- Ability to work effectively in a team environment.
- Proficiency in working with top tier ERP systems – Oracle, SAP or PeopleSoft - is desirable.
- Advanced computer skills using MS Excel.

If you would like to apply to this position, send your resume immediately to ngcajobs@ng.army.mil and state you are applying for this position, or you can call The Work for Warriors staff @ 916-854-4426.